

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY TEHRAN

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E.O. 11652: N/A

TAGS: EGEN, ETRD, BEXP, EINV

SUBJECT: COMMUNICATION AND COOPERATION WITH APCAC

"FOLLOWING IS A REPEAT FOR INFO STATE 112598

QUOTE

R 031841Z MAY 78

FM SECSTATE WASHDC

1. DURING ECONOMIC OFFICERS MEETING WITH APCAC IN SINGAPORE FEBRUARY 27, THERE WAS AGREEMENT ON THE DESIRABILITY OF IMPROVING COMMUNICATIONS AND OF WORKING TOGETHER ON SOME OF THE PROBLEMS FACING THE U.S. IN THE FOREIGN TRADE AND INVESTMENT AREA. EA WOULD LIKE TO SUSTAIN AND BUILD ON THE COOPERATIVE SPIRIT DEVELOPED AT THE SINGAPORE MEETING AND ENCOURAGES POSTS TO RENEW ATTENTION TO OUR APCAC RELATIONSHIP. WE WOULD SUGGEST THAT AS APPROPRIATE ADDRESSEES, AT NEXT MEETINGS WITH LOCAL AMCHAMS, EXPLORE DESIRABILITY OF JOINT ACTION IN AREAS INDICATED BELOW OR IN OTHER WAYS THAT POSTS/AMCHAMS MAY PROPOSE. WE PLAN TO GO OVER SIMILAR GROUND WITH UNCLASSIFIED

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APCAC CHAIRMAN BURRIDGE DURING APCAC DELEGATION VISIT TO WASHINGTON APRIL 30 - MAY 6.

2. IMPROVING COMMUNICATIONS AND COOPERATION:

(A) WE ENCOURAGE EACH ADDRESSEE, AS APPROPRIATE UNDER LOCAL CIRCUMSTANCES, TO MAKE A SPECIAL EFFORT TO BRIEF

AMCHAMS ON A REGULAR BASIS ON POLICY DEVELOPMENTS IN USG (EXECUTIVE AND LEGISLATIVE). ONE APPROACH SUGGESTED IS TO HAVE AMCHAMS DRAW UP A LIST OF ISSUES IN WHICH THEY ARE PARTICULARLY INTERESTED, USE IT TO GUIDE EMBASSY'S BRIEFINGS, AND TRANSMIT IT TO DEPARTMENT TO ASSIST US IN PROVIDING ADEQUATE FLOW OF CURRENT INFORMATION.

(B) EACH ADDRESSEE COULD ALSO RENEW STANDING INVITATION TO AMCHAM TO IDENTIFY ISSUES ON WHICH IT FEELS EMBASSY, STATE OR COMMERCE CAN ASSIST IT; POST SHOULD WORK OUT COURSES OF ACTION WITH AMCHAM, OR RECOMMEND ACTION ON WASHINGTON END. PLEASE FOCUS ON ISSUES WHICH WE CAN REALISTICALLY WORK TO RESOLVE, HOWEVER; WE ARE NOT LOOKING FOR REHASH OF WELL-KNOWN APCAC REQUESTS IN AREAS WHERE WE CAN DO NO MORE THAN AT PRESENT.

(C) ONE PROPOSAL RAISED AT SINGAPORE MEETING ENVISAGED SOLICITING APCAC ASSISTANCE IN SUPPLEMENTING REPORTS ON LOCAL COMMERCIAL AND INVESTMENT CONDITIONS AND OPPORTUNITIES. POSTS MAY WISH TO EXPRESS WILLINGNESS TO RECEIVE CONTRIBUTIONS OF INFORMATION FROM AMCHAM IN CONNECTION WITH PERIODIC COMMERCIALY-ORIENTED REPORTS LIKE QTE ECONOMIC TRENDS UNQTE OR QTE BEST PROSPECTS UNQTE, AND SUGGESTIONS ON MATTERS OF CURRENT INTEREST, SUCH AS RESPONSE TO STATE 95673, QTE INTERAGENCY TASK FORCE TO UNCLASSIFIED

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DEVELOP A NATIONAL EXPORT POLICY UNQTE. POSTS THAT CONSIDER THIS IDEA FEASIBLE ARE ENCOURAGED TO WORK OUT WITH AMCHAM A PROGRAM OR MODALITY FOR IMPLEMENTATION.

3. JOINT STUDY PROGRAM: IN LINE WITH BUILDING GREATER COOPERATION, WE WOULD LIKE TO ENGAGE APCAC AND AMCHAMS IN JOINT CONSIDERATION OF HOW TO STRENGTHEN THE U.S. COMMERCIAL AND COMPETITIVE POSITION IN EA REGION. THIS PROPOSAL DIFFERS FROM THAT IN PARA. 2(C) IN SEVERAL WAYS:

(A) TOPICS COULD BE DETERMINED JOINTLY BY WASHINGTON AGENCIES AND APCAC, COORDINATED THROUGH THE QTE MOTHER CHAMBER UNQTE OF APCAC; (B) FOR MAXIMUM VALUE, TOPICS OF REGIONAL INTEREST AS WELL AS CURRENT RELEVANCE FOR POLICY DECISIONS OR ACTION MIGHT BE CARRIED OUT BY INTERESTED POSTS AT SAME TIME; (C) WE ENVISAGE ROUGHLY ONE SUCH TOPIC PER QUARTER TO EXTEND WARRANTED BY AVAILABILITY OF PRIORITY TOPICS OF MUTUAL INTEREST. MANY AMCHAMS MAY NOT BE ABLE TO CONTRIBUTE ADEQUATE VOLUNTEER TALENT

OR TIME TO PARTICIPATE DIRECTLY, BUT MIGHT BE WILLING TO SUPPLEMENT POST EFFORT BY FINANCING CONTRACTUAL

RESEARCH SUPPORT.

4. TO ILLUSTRATE, TOPICS MENTIONED AT SINGAPORE INCLUDED AN EXAMINATION OF THE FACTORS AFFECTING COMPETITIVENESS OF U.S. EXPORTS IN EAST ASIA; A SURVEY OF MAJOR PROJECTS AND COMMERCIAL OPPORTUNITIES TO SUPPORT A TENTATIVELY PLANNED VISIT BY EXIM BANK CHAIRMAN MOORE LATER THIS YEAR; BUSINESS PRACTICES OF U.S. FIRMS AND/OR FOREIGN FIRMS THAT TEND TO LIMIT THE COMPETITIVENESS OF U.S. EXPORTS. GOOD TOPICS MAY WELL EMERGE FROM THE WORK OF THE EXPORT PROMOTION TASK FORCE.

5. ADDRESSEES MAY WISH TO EXPLORE THIS IDEA WITH AMCHAMS TO DETERMINE THEIR INTEREST AND WHAT TOPICS
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POST AND AMCHAM WOULD RECOMMEND. WE HOPE TO DISCUSS IDEA AND POSSIBLE JOINT STUDY TOPICS WITH LEW BURRIDGE AND APCAC LEADERSHIP WHILE THEY ARE IN WASHINGTON AND WILL INFORM YOU OF SUGGESTIONS THAT EMERGE.

6. WE WOULD EXPECT TO TAKE STOCK OF THE RESULTS OF THESE INITIATIVES SHORTLY BEFORE THE NEXT APCAC MEETING IN OCTOBER, 1978.

7. ALTHOUGH NEW ZEALAND AMCHAM IS NOT MEMBER OF APCAC, EMBASSY WELLINGTON MAY WISH TO RAISE WITH IT SOME OF ABOVE SUGGESTIONS FOR CLOSER COOPERATION. VANCE UNQUOTE
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